

**Table A-1. Trade Promotion Expenditures by
Classification and Geographic Region**

| | Budget Authority, in Thousands of Dollars | | |
|--|--|---------------------|--------------------------------|
| | <u>FY 97</u> | <u>FY 98</u> | <u>FY 99 (Proposed)</u> |
| I. Negotiating Open Markets and Lowering/ | | | |
| Removing Trade Barriers | 165,344 | 181,599 | 189,550 |
| Multilateral Participations | 60,205 | 61,089 | 63,603 |
| Worldwide | 49,503 | 48,878 | 51,638 |
| OECD | 3,387 | 3,885 | 3,810 |
| Central and Eastern Europe | 608 | 680 | 666 |
| New Independent States | 363 | 407 | 399 |
| Latin America and the Caribbean | 2,349 | 2,701 | 2,645 |
| Sub-Saharan Africa | 368 | 422 | 414 |
| Near East/Saharan Africa | 715 | 819 | 802 |
| Asia | 2,912 | 3,297 | 3,229 |
| BEMs (included in regions above) | 3,532 | 3,699 | 279 |
| Bilateral Participations | 84,090 | 94,398 | 99,288 |
| Worldwide | 71,675 | 78,738 | 83,924 |
| OECD | 2,714 | 3,191 | 3,125 |
| Central and Eastern Europe | 746 | 895 | 877 |
| New Independent States | 363 | 407 | 399 |
| Latin America and the Caribbean | 2,533 | 3,227 | 3,169 |
| Sub-Saharan Africa | 689 | 954 | 934 |
| Near East/Saharan Africa | 942 | 1,236 | 1,210 |
| Asia | 4,428 | 5,750 | 5,650 |
| BEMs (included in regions above) | 2,536 | 2,956 | 495 |
| Challenging Unfair Trade Practices | 21,049 | 26,113 | 26,659 |
| Worldwide | 12,175 | 13,409 | 14,219 |
| OECD | 2,218 | 3,176 | 3,110 |
| Central and Eastern Europe | 370 | 529 | 518 |
| New Independent States | 0 | 0 | 0 |
| Latin America and the Caribbean | 2,218 | 3,176 | 3,110 |
| Sub-Saharan Africa | 370 | 529 | 518 |
| Near East/Saharan Africa | 555 | 794 | 777 |
| Asia | 3,143 | 4,500 | 4,407 |
| BEMs (included in regions above) | 1,188 | 1,471 | 0 |
| II. Combating Foreign Export Subsidies | 320,100 | 840,186 | 1,082,615 |
| Worldwide | 91,367 | 319,369 | 457,957 |
| OECD | 16,634 | 48,853 | 58,593 |
| Central and Eastern Europe | 14,458 | 75,258 | 90,263 |
| New Independent States | 73,410 | 246,087 | 295,151 |
| Latin America and the Caribbean | 58,243 | 105,465 | 126,493 |
| Sub-Saharan Africa | 4,308 | 0 | 0 |
| Near East/Saharan Africa | 26,258 | 2,135 | 2,561 |
| Asia | 35,422 | 43,019 | 51,597 |
| BEMs (included in regions above) | 81,316 | 141,818 | 170,094 |
| III. Financing and Insuring US Trade and Investment | 1,014,181 | 534,179 | 523,039 |
| Finance | 604,201 | 206,503 | 201,790 |
| Worldwide | 99,132 | 28,484 | 97,633 |

Table A-1 **Budget Authority, in Thousands of Dollars**
FY 97 **FY 98** **FY 99 (Proposed)**

| | | | |
|--|----------------|----------------|----------------|
| OECD | 28,137 | 1,008 | 20,143 |
| Central and Eastern Europe | 28,725 | 20,387 | 11,834 |
| New Independent States | 159,349 | 53,739 | 43,495 |
| Latin America and the Caribbean | 116,781 | 21,926 | 21,584 |
| Sub-Saharan Africa | 16,330 | 26,413 | 0 |
| Near East/Saharan Africa | 56,799 | 13,618 | 336 |
| Asia | 98,948 | 40,928 | 6,765 |
| BEMs (included in regions above) | 146,353 | 17,609 | 44,561 |
| Insurance | 409,980 | 327,676 | 321,249 |
| Worldwide | 235,753 | 135,776 | 271,790 |
| OECD | 25,226 | 34,223 | 20,587 |
| Central and Eastern Europe | 19,828 | 98,137 | 3,280 |
| New Independent States | 58,411 | 13,817 | 858 |
| Latin America and the Caribbean | 52,074 | 34,241 | 20,427 |
| Sub-Saharan Africa | 2,710 | 5,687 | 3,044 |
| Near East/Saharan Africa | 10,048 | 3,343 | 441 |
| Asia | 5,930 | 2,452 | 822 |
| BEMs (included in regions above) | 55,694 | 54,046 | 32,513 |
| IV. Providing Information/Counseling/ | | | |
| Export-Assistance Services | 245,501 | 252,509 | 253,350 |
| Counseling | 110,781 | 122,782 | 120,148 |
| Worldwide | 10,375 | 12,055 | 11,854 |
| OECD | 28,335 | 31,555 | 30,900 |
| Central and Eastern Europe | 7,279 | 7,988 | 7,822 |
| New Independent States | 4,361 | 4,886 | 4,784 |
| Latin America and the Caribbean | 19,027 | 20,776 | 20,345 |
| Sub-Saharan Africa | 3,647 | 3,829 | 3,749 |
| Near East/Saharan Africa | 6,753 | 7,292 | 7,141 |
| Asia | 31,004 | 34,401 | 33,553 |
| BEMs (included in regions above) | 35,191 | 36,191 | 0 |
| Generating and Providing Information | 108,951 | 101,998 | 106,006 |
| Worldwide | 41,003 | 29,044 | 29,744 |
| OECD | 24,417 | 27,476 | 28,975 |
| Central and Eastern Europe | 3,431 | 3,729 | 3,711 |
| New Independent States | 2,304 | 2,470 | 2,855 |
| Latin America and the Caribbean | 12,406 | 12,990 | 13,424 |
| Sub-Saharan Africa | 3,190 | 3,761 | 4,177 |
| Near East/Saharan Africa | 4,606 | 4,202 | 4,336 |
| Asia | 17,594 | 18,326 | 18,784 |
| BEMs (included in regions above) | 11,641 | 12,074 | 0 |
| Trade Events | 25,769 | 27,729 | 27,196 |
| Worldwide | 7,211 | 8,085 | 8,758 |
| OECD | 4,888 | 5,306 | 5,196 |
| Central and Eastern Europe | 1,313 | 1,459 | 1,333 |
| New Independent States | 727 | 814 | 797 |
| Latin America and the Caribbean | 3,868 | 4,004 | 3,625 |
| Sub-Saharan Africa | 638 | 654 | 627 |
| Near East/Saharan Africa | 1,278 | 1,257 | 1,231 |
| Asia | 5,846 | 6,150 | 5,629 |
| BEMs (included in regions above) | 5,999 | 6,067 | 0 |

| Table A-1 | Budget Authority, in Thousands of Dollars | | |
|---|---|------------------|------------------|
| | FY 97 | FY 98 | FY 99 (Proposed) |
| V. Providing Government-to-Government | | | |
| Advocacy on Behalf of US Business | 28,985 | 30,620 | 32,953 |
| Worldwide | 28,985 | 30,620 | 32,953 |
| OECD | 0 | 0 | 0 |
| Central and Eastern Europe | 0 | 0 | 0 |
| New Independent States | 0 | 0 | 0 |
| Latin America and the Caribbean | 0 | 0 | 0 |
| Sub-Saharan Africa | 0 | 0 | 0 |
| Near East/Saharan Africa | 0 | 0 | 0 |
| Asia | 0 | 0 | 0 |
| BEMs (included in regions above) | 0 | 0 | 0 |
| VI. Funding Feasibility Studies on | | | |
| Major Infrastructure | | | |
| and Development Projects | 50,700 | 56,187 | 62,000 |
| Worldwide | 0 | 360 | 62,000 |
| OECD | 0 | 2,602 | 0 |
| Central and Eastern Europe | 18,999 | 16,062 | 0 |
| New Independent States | 5,500 | 10,719 | 0 |
| Latin America and the Caribbean | 9,750 | 8,398 | 0 |
| Sub-Saharan Africa | 5,023 | 4,843 | 0 |
| Near East/Saharan Africa | 1,928 | 4,143 | 0 |
| Asia | 9,500 | 9,060 | 0 |
| BEMs (included in regions above) | 7,294 | 17,917 | 0 |
| VII. Developing Foreign Markets for US | | | |
| Goods and Services | 668,039 | 550,511 | 584,310 |
| Worldwide | 253,271 | 225,450 | 218,350 |
| OECD | 509 | 0 | 0 |
| Central and Eastern Europe | 0 | 0 | 0 |
| New Independent States | 0 | 0 | 0 |
| Latin America and the Caribbean | 75,307 | 58,400 | 70,129 |
| Sub-Saharan Africa | 262,747 | 207,167 | 257,236 |
| Near East/Saharan Africa | 37,727 | 29,747 | 19,297 |
| Asia | 38,478 | 29,747 | 19,298 |
| BEMs (included in regions above) | 0 | 0 | 0 |
| TOTAL | 2,492,850 | 2,445,791 | 2,727,817 |
| Worldwide | 900,450 | 930,267 | 1,340,820 |
| OECD | 136,465 | 161,275 | 174,439 |
| Central and Eastern Europe | 95,757 | 225,124 | 120,304 |
| New Independent States | 304,788 | 333,346 | 348,738 |
| Latin America and the Caribbean | 354,556 | 275,304 | 284,951 |
| Sub-Saharan Africa | 300,020 | 254,259 | 270,699 |
| Near East/Saharan Africa | 147,609 | 68,586 | 38,132 |
| Asia | 253,205 | 197,630 | 149,734 |
| BEMs (included in regions above) | 350,744 | 293,848 | 247,942 |

Note: Table excludes data from OPIC